EXHIBIT

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## UNITED STATES DISTRICT COURT DISTRICT OF VERMONT

SARAH E. CUMMINGS, on behalf of	)
herself and all others similarly situated,	
Plaintiff,	)
$\mathbf{v}$	)
TEACHERS INSURANCE AND ANNUITY ASSOCIATION OF AMERICA – COLLEGE RETIREMENT AND EQUITIES FUND (TIAA-CREF), COLLEGE RETIREMENT AND EQUITIES FUND (CREF), TEACHERS INSURANCE AND ANNUITY ASSOCIATION OF AMERICA (TIAA), TIAA-CREF INVESTMENT MANAGEMENT, LLC (TCIM), TEACHERS ADVISORS, INC. (TAI), AND TIAA-CREF INDIVIDUAL AND INSTITUTIONAL SERVICES, LLC,	) ) ) ) ) ) Docket No. 1;12-ev-93 ) ) ) )
Defendants.	) )
	A*

## DECLARATION OF PAUL J. VAN HEEST

## I, Paul J. Van Heest hereby declare as follows:

- I am an Executive Vice President in the TIAA and CREF Income Products group. I have been employed at TIAA since 1996, and have served in the TIAA and CREF Income Products group for approximately two years. Prior to my current position, I served as Senior Managing Director of Business Transformation for three years.
- I submit this Declaration in support of Plaintiff's Motion for Preliminary Approval of
  Proposed Class Action Settlement and for Certification of the Settlement Class. I have
  personal knowledge of the information contained in this Declaration.

3. TIAA has invested approximately 80 million dollars (\$80,000,000.00) since May 2012 to begin to transform its transaction processing infrastructure and capabilities, for the purpose of improving the client experience and becoming more efficient.

4. The \$80 million investment funded the design and development of the foundation for automating Cash Withdrawals. Specifically, the \$80 million investment includes enablement of automated lump-sum and other withdrawals for IRA plans, including building the functionality on TIAA's new Plan Sponsor website PlanFocus®; enablement of automated lump-sum withdrawals for Pension plans, including internal rollover functionality and forms automation and routing; and the automation of text-based rules required to support transaction processing for non-standard plan provisions and unique plan rules and processes (Special Policy Text) and to enable automated processing for SIP and ATRA plans.

- 5. TIAA intends to invest additional funds over the next three (3) years to continue automating and enhancing its transaction processing infrastructure and capabilities, and improving efficiency and the client experience.
- 6. Based upon my discussions with management, it is my understanding that the investments and enhancements discussed above are due in part to the prosecution of this lawsuit.

I declare under penalty of perjury that the foregoing is true and correct.

Dated: May 27, 2016 New York, NY

Paul J. Van Heest

Jank